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EXTENSION BULLETIN No. 31

THE LIVE STOCK TRADE OF MANITOBA



Showing the Unloading Pens at The Union Stock Yards, St. Boniface

Part 1—Various Contributions by Members of the Live Stock Section of the Winnipeg Industrial Bureau.

Part 2—Contribution by George Betha, Editor of Agricultural Publications, Manitoba Department of Agriculture.

INTRODUCTORY NOTE

The matter for Part I of this bulletin has been prepared under the auspices of the Live Stock Section of the Winnipeg Industrial Bureau. The Bulletin itself is published by the Manitoba Department of Agriculture. The authorship of the various sections is indicated at the head of each. The purpose of the bulletin is:

1. To indicate the need for an expansion of live stock farming in Manitoba;
2. To give helpful information in connection with the outstanding points in the live stock trade;
3. Through increasing knowledge, to lessen loss;
4. To promote an easier working together of all the interests concerned.

The Live Stock Section of the Winnipeg Industrial Bureau comprises representatives from the following:

Winnipeg Industrial Bureau	Manitoba Live Stock Breeders' Associations
Manitoba Grain Growers' Association	Western Live Stock Association
Bankers' Association	Dominion Dept. of Agriculture
Railways	Manitoba Dept. of Agriculture
Newspapers	Public Markets Limited
	Winnipeg Packing House Companies

The chairman of the Live Stock Section of the Bureau is J. B. Reynolds, President of Manitoba Agricultural College, Winnipeg. The secretary is Chas H. Webster, Commissioner, Industrial Bureau, Winnipeg.

**Part. I.—Contributions by Members of the Live Stock Section of
the Winnipeg Industrial Bureau.**

THE WORLD'S MEAT SITUATION

**By J. E. Reynolds, President, Manitoba Agricultural College, and Secretary
of the Manitoba Food Control Advisory Board**

SUMMARY.

1. The war has increased the demand for meat.
2. There has been a wholesale slaughter of live stock in Europe to supply the demand.
3. The live stock industry has seriously declined on the continent of Europe in the last three years.
4. The submarines of Germany destroyed 923 British mercantile vessels in the first seven months of 1917.
5. The United Kingdom, previous to the war, had been procuring most of its meat supplies from distant countries,—Argentina, New Zealand, and Australia.
6. Owing to the destruction of British shipping, there has been almost a complete stoppage of meat supplies from distant countries.
7. At present, Great Britain and the Allies are dependent almost entirely upon Canada and the United States for their meat imports.
8. Relatively to her population, area, and opportunities, Canada's exports of live stock and of live stock products have been very small.
9. In cattle, sheep, and swine, and their products of beef, mutton, bacon, hides, wool, milk, butter, and cheese, prices now are ruling very high, and are likely to rule high for some time after the war.
10. Canada has the climate, the land areas, the railroads and water routes all favorable to a greatly increased live stock production. Also, she has the farmers who are skilled in breeding and feeding live stock.
11. The needs now are:— Capital to enable some farmers to start in the live stock business, and others to enlarge their present operations; farm labor to help make mixed farming more general; a faith in the possibilities of agriculture and live stock raising, that will invite capital and labor and skill to the aid of a more intensified farming.

The war has created an extraordinary demand for beef, bacon, and wool. Hence the need to maintain and to increase production of cattle, hogs, and sheep.

The rations for British soldiers at the Front are 1 pound of beef per day, and 4 ounces of bacon. In peace times, the average consumption in Britain was one-fifth pound of beef and one-tenth pound of bacon.

Beef and Bacon Rations of a British Soldier at the Front

Average Consumption in Peace Times

In 1914, the imports of bacon to Great Britain were 5,098,080 hundredweights. These were increased by war demands in 1916 to 7,435,955 hundredweights.

DECREASE IN SUPPLY OF LIVE STOCK IN EUROPE.

"A total decrease of 115,005,000 head in the world's meat pro-

ducing animals is shown in a comparison of present with pre-war conditions made up as follows:—

	Number of head, decrease.
Cattle	29,080,000
Sheep	54,500,000
Swine	32,425,000
Total	<u>115,005,000</u>

"Europe has been eating into its herds at an alarming rate, and this condition will continue to grow worse. The world's supply of meat and dairy products, of animal fats, wool and hides are all involved, not only now, but far into the future.

"We can contemplate a high range of prices for meat and for animal products for many years to come".—Herbert C. Hoover,
U. S. Food Controller.

The decrease of live stock in Europe has been inevitable. Present emergencies have been too great to allow the keeping of live stock in numbers equal to those before the war. Labor has been lacking, feed has been lacking, and in most European countries the immediate need for meat and animal fats compelled a slaughter of animals.

The decreasing shortage of all foods in the warring countries finally reached a point where a choice had to be made between giving food, fit for human consumption, to live stock or to human beings. Most cereal foods may be used for animal and for human food. When the supply of all available human food in the country is barely sufficient to support life, that country cannot afford any longer to feed animals, for animals do not return meat and fat equivalent in food value to the food they consume. Hence the decrease in live stock in Europe.

In North America it is different. There has not been at any time during the war a scarcity of food. We have not been compelled to make the choice between feeding animals and feeding men, women and children. Moreover, live stock in North America are fed largely on "roughage" that cannot be made fit for human food.

The demand of the times upon the farmers of North America, with respect to live stock production, is three-fold:—

1. We must provide for our home consumption of meat, milk, butter, wool and leather, and maintain our normal export trade.

2. Also, the times demand an increase in our live stock exports to make up, in part at least, the European deficits in meat and fat supplies. Though in times of food shortage more persons can be maintained on a given quantity of food by consuming the food direct than by feeding part of the food to animals and consuming the meat and fat produced, yet, as we now understand and use foods, human life cannot be adequately sustained without meat and animal fats.

3. The present situation would warrant a considerable in-

crease in breeding stock, in order to provide for increased export demands for the present and the future.

With a given supply of breeding stock on hand, how can the export of beef and bacon, of wool and leather, be maintained and increased, and at the same time an increase in breeding-stock be shown by the end of the year? We cannot keep an increased supply of stock for breeding, and at the same time continue to consume as much at home and maintain our exports, not to mention an increase in exports.

The campaign for the conservation of beef and bacon has given an answer to that question. If we take into account Canada and the United States, there has been a lessening in the consumption of veal, and hence an increase in mature breeding-stock. A lessened consumption of beef in North America has enabled us to increase our export of beef without cutting into our breeding stock.

Early last winter, following the campaign in Canada for increased hog production, farmers withdrew young sows from the fattening pens and bred them. This substitution undoubtedly must have diminished the pork production for the winter months, but lessened consumption of pork by our own people enabled us to maintain our exports. It was announced in the United States some weeks ago that the combined effects of the two campaigns,—the conservation of bacon and increased hog production—had already enabled the United States Food Controller to report a plentiful stock of bacon on hand, besides having met all export demands.

Similarly for sheep. There is a pretty general sentiment against the slaughter of lambs, which sentiment has possibly had some effect in saving lambs for breeding. The high price of wool—high last year and considerably higher this year—has had considerable effect in preventing the slaughter of lambs and increasing the mature herds.

High prices for animal products generally have offset the increasing obstructions of scarcity of labor and high cost of animal foods, and the net result over North America seems to be an increase in holdings of live stock, as well as very considerable increase in exports. Of all animal products, milk has increased perhaps less in price than any other, with a consequent discouragement of milk production. There will need to be a re-adjustment of milk prices before the dairy business can be considered to be on as satisfactory a basis as other branches of animal industry.

DECREASE OF BRITISH IMPORTS FROM DISTANT COUNTRIES.

In 1914, Argentina supplied Britain with 5,993,126 hundred-weights of beef. In 1917, British imports from Argentina had diminished seriously, because of the shortage of shipping, and the decline of imports from Australia and New Zealand is even more marked.

How these imports have fallen off is shown by the figures for the first two months of the year:—

	January and February.		
	1914 Cwt.	1916 Cwt.	1917 Cwt.
Argentina	474,697	617,744	349,138
Australia	294,939	23,343	49,436
New Zealand	114,327	109,709	85,737

THE SUBMARINE.

923 British vessels have sunk in 6½ months. From February 1st to August 18th, 1917, 2,000,000 tonnage, or about one-tenth of the total British mercantile marine, was sunk.

1917	Period.	Vessels Sunk			Total.
		1,000 tons and over.	Under 1,000 tons.	Fishing vessels.	
Feb. 1—17		46	27	26	99
Week ending Feb. 25.		15	6	3	24
March		61	25	37	123
April		132	52	41	225
May		78	40	24	142
June		85	25	11	121
July		82	18	27	127
July 27—August 18		50	7	5	62
		<u>549</u>	<u>200</u>	<u>174</u>	<u>923</u>

These figures sufficiently explain why Britain has been unable to carry mutton and beef from Argentina, Australia, and New Zealand. She has not ships to spare for the long haulage. She must look to Canada and the United States for beef and bacon as well as wheat.

How much Great Britain is dependent upon the beef supplies of North America is shown by the increased imports from the United States for January—February in three successive years:—

	1914—15 Cwt.	1915—16 Cwt.	1916—17 Cwt.
United States	39,983	94,287	150,538

Britain, for the period of the war, will be dependent upon Canada and the United States for practically all her imports of meat, and after the war, until shipping is restored to its normal tonnage, Europe will be largely dependent upon us for live stock and live stock products.

HOW CANADA STANDS IN LIVE STOCK PRODUCTION AND EXPORT.

Canada, which claims to be mainly an agricultural country, covering nearly half a continent, produces one-sixteenth of the world's supply of wheat. In live stock products, she has managed

to do little more than supply her own needs. With one-twelfth the population of the United States, Canada's exports of beef and beef products, in 1912, were one-ninetieth of those of the United States; of pork and pork products, one-sixteenth; of mutton, one-seventieth.

Mexico has been exporting $4\frac{1}{2}$ times as many cattle as Canada, Argentina 5 times as many sheep, and nearly 400 times as much beef as Canada. Denmark has exported over 4 times as much pork and pork products, and Australia 3,000 times, and New Zealand 4,000 times as much mutton.

The meat consumption per capita in normal times, for some of the principal countries of the world, is as follows:—

Annual per capita consumption of meat.

	lbs. per year.		lbs. per year.
Australia	280	Belgium	70
New Zealand	310	Russia	80
United States	170	Italy	45
Canada	140	Germany	115
United Kingdom	190	Austro-Hungary	85
France	80	Average, about 93 pounds.	

The national habit of meat-eating among English-speaking peoples, added to the demands for other live stock products and the demands for live stock for breeding purposes to replenish the depleted herds of Europe, will almost certainly assure good markets for live stock for years to come.

MANITOBA AS A LIVE STOCK COUNTRY.

W. W. Fraser, Live Stock Commissioner for Manitoba.

It has been demonstrated clearly, during the past 35 years, that all classes of live stock are produced in Manitoba as successfully as in any other part of North America. Not only do the animals compare favorably as to quality and size, but in every other way, as proven whenever they compete with the outside world. In the years 1913 and 1914, a Manitoba exhibitor, Mr. J. D. McGregor, won the grand championship for best steer at the International Live Stock Exposition at Chicago. Rarely, if ever, has any other province or state secured this championship two years in succession. Not only this, but the same exhibitor feels confident that he had a winner for the following year, 1915; but, owing to certain restrictions placed upon the competition, because of war conditions, he did not exhibit. One scarcely needs better proof of what the country is capable of producing. Our animals are very healthy and vigorous.

HORSES

Whenever our horses have competed with others, either in show or sale ring, they measure up to the best. They cannot be surpassed for durability. In many cases where there is a natural run or range, horses have been allowed to winter out, and they thrive admirably. This has been the custom of some farmers since the earliest settlers located in the Province. Nearly all the heavy draft classes are represented here, such as Clydesdales, Shires, Percherons, Belgians, Suffolks; and all do equally well. The light horse, as in most other parts of the continent, is being largely replaced by the motor.

CATTLE

The most profitable method of housing breeding cattle, we find, is by running them loose in sheds. This method is also most profitable in fattening cattle, with increased feed, of course.

During the first four months of 1915 there were 1421 head of stockers shipped back to the farms in Manitoba, from the Union Stock Yards in St. Boniface. In the year 1917, during the same four months 2757 head were returned, while during the same period of the present year (1918) there were 4202 head, demonstrating the development of the cattle industry. I predict that this movement will continue to maintain this rate of growth, and when it is considered that the best stock yards in Canada are those located in St. Boniface, one can see at a glance the advantage one has when he is within reasonable distance of such a market, both in reference to the disposition of his stock, and also for further purchasing. Winnipeg, be it remembered, is regarded as the future Chicago of Western Canada.

SHEEP

This profitable branch of animal husbandry has in the past been greatly neglected. For the past two years, however, there has been a very marked increase in our flocks, and the keenest interest is displayed in sheep keeping. Sheep invariably do well where properly handled. I have never been in any country where sheep do better than upon our open prairies. A striking example of success is found in connection with a flock of over 700 at Meadows, 22 miles west of Winnipeg. These sheep were fed outside their sheds all winter, and this year they have produced about 130 per cent increase of living lambs of the most vigorous type, and equal to registered lambs in every particular. These sheep sheared an average of 10 pounds last season. This, I take it, is an example of what can be done anywhere in the Province. A good Scotch shepherd has been in charge of this flock since 1914, and, having handled sheep in Montana and in Scotland, he informs me that he never saw sheep do better than right here on our prairies.

SWINE

Our hog industry is in a flourishing condition, the demand being far in excess of the supply, owing largely to war conditions.

The adaptability of this country to hog raising is fully demonstrated in the excellent class of hogs handled at our stock yards.

Experiments by our Agricultural College and by the Experimental Farms, as well as the experience of farmers, go to show that we can produce cheaper pork with our barley and oats than can be done with corn, which in the states to the south is used almost entirely. Hog cholera is practically unknown in Manitoba; though a few isolated cases have been found, the disease was quickly and effectually stamped out, and no fear in this direction need be felt. No other country is freer from disease among hogs, or, in fact, among any class of stock, than is this province.

The need for increased capacity of packing and curing plants is being felt, and the question is occupying the minds of our stock men and those in industrial life. I am certain the near future will see great development along this line in Winnipeg. The question is often asked: "Why ship so many of our fat animals to the packers in Toronto, to say nothing of those going to American slaughter houses?" The development of more packing house accommodation in Manitoba will be absolutely necessary as we increase our production.

SOIL FERTILITY A GREAT ASSET.

An advantage we in Manitoba enjoy over the farmers of some of the older states and provinces lies in the fact that while they are compelled in large measure to use artificial fertilizer to produce grains and fodders of all kinds, we do not require to make this outlay; besides, we save the time necessary for the application of this manure. Because of war conditions, all artificial fertilizers have increased in price (a great percentage of these being used in munition manufacture) to such an extent that the cost per acre is frequently equal to, and sometimes exceeds, the rent for the land. I am informed that it costs from \$25.00 to \$30.00 per acre in some of the older states, such as Illinois, Iowa, Kansas, New Jersey, and other parts, to put on sufficient fertilizer to produce profitably. This is entirely unnecessary with us, as nature has provided us with land sufficiently fertile. As is demonstrated where our land is properly handled, we can produce all materials used as fodder without fertilizer, equal to those in any part of the world. In these days, when labor is so difficult to procure, this is a great advantage in the production of live stock.

This is being demonstrated in the most practical manner since many of the farmers in the states to the south are disposing of their holdings and purchasing in our Western Provinces. In my humble opinion, nothing else will attract so many farmers to our country as this fact; and if our own people realized the wonderful asset they have in the productiveness of our soil, as against where they have to use artificial fertilizers, they certainly would be more appreciative than they are to-day.

Our extensive ranges, such as reservations and unoccupied districts, should all be populated with live stock, particularly for the summer months.

GOVERNMENT ASSISTANCE.

Our Provincial Department of Agriculture is encouraging, in many practical ways, the individual farmer, by advancing money for the purchase of stocker cattle, besides the furnishing of cows, on a five year repayment basis, to the actual settler. During the past two years, well on to 3,000 cows have been furnished to settlers, with a maximum of five cows to any one settler. It will readily be seen, therefore, that these cows have been distributed to a large number of farmers. Up to the first of May this year, the Department had reports on 5,000 calves produced by these cows, besides the enormous returns that these cows gave by way of dairy products to their owners.

Prior to two years ago, before the Government entered on this scheme, there was only one butter factory in the district in which most of these cows have been placed, namely, between Lakes Winnipeg and Manitoba. This was increased to five factories during 1917, two of which were producing each a carload of butter weekly during the summer season. The assistance rendered in this way to the settlers there has given a very great impetus to the agricultural industry.

The assistance rendered by the Federal Government in the purchasing of female stockers, and in paying for the transportation of heifers of two years and under, to any point from the Union Stock Yards in St. Boniface, also in defraying the expense of the party coming to purchase, as well as the assistance rendered by their representative in the Stock Yards here, and by the officials of the local Department of Agriculture—these things have greatly increased the return of unfinished stock to the farms of Manitoba.

FINANCING FARMERS' LIVE STOCK PURCHASES.

Vere C. Brown, Superintendent, Canadian Bank of Commerce.

The chartered banks are under pledge to afford every possible encouragement to the development of the Western live stock industry.

Loan to buy Live Stock for Feeding: Transactions of this character are recognized as constituting desirable banking business, and applications for credit for this purpose, from farmers in good standing as to honesty, industry and intelligence, will be favorably viewed by all banks.

Loans for Stock Raising: The banks have also signified their disposition to lend money to capable and industrious farmers for stock raising operations and to afford them every reasonable assistance to bring their young stock to maturity by renewing their notes from time to time on the merits of each case and as conditions may permit.

Don't hesitate to consult your banker if you are in need of credit to buy livestock for either feeding or breeding.

ASSISTANCE BY GOVERNMENTS

Manitoba Government In that portion of the Province between Lake Winnipeg and Lake Manitoba lying north of Township 14, the Department of Agriculture will supply cows on credit to farmers in groups of ten, each member of such a group to assume responsibility for the credit extended to the other members to the extent of one-tenth of the value of the cattle obtained by him from the Department—not more than 5 animals to be delivered to any one person.

The Department maintains a live list of owners of pedigreed and grade breeding stock for sale.

Assistance is also given to sheep-owners for the co-operative marketing of their wool.

Dominion Government The Dominion Live Stock Branch will lend pure bred sires to any Association composed of not less than 15 farmers, for a period of 1 year, free of charge.

For full particulars of this arrangement write to the Live Stock Branch, Department of Agriculture, Ottawa, for "Booklet No. 3".

TRANSPORTATION RATES AND FACILITIES.

W. E. Lanigan, Assistant Freight Traffic Manager for Canadian Pacific Railway Company

Location of Public Markets Public live stock markets under Dominion or Provincial regulation have been established at Calgary, Edmonton, Moose Jaw, Saskatoon, and St. Boniface.

Special Shipping Days To these central markets certain shipping days have been inaugurated by the railway companies tributary thereto for live stock, and on these special days an expedited service is given. Every farmer wishing to secure the advantage of this service can inform himself, by application to the agent at his shipping station, as to the dates these special trains are operated and confine his shipments to these dates. Shipments on other days will, of course, be subject to the usual service. If shippers in each section would confine their shipments to these particular days, the railroad company would be able to give them a very much better service than where shipments are scattered over different days in the week.

Freight Charges. The tariffs of the various transportation companies are open to public inspection on application to the agent at a railway station but the latter will cheerfully give all shippers information in this respect.

Order Cars in Advance. When shipping live stock it is important to order cars as many days ahead as possible. Shippers should remember that these empty cars have frequently to be loaded a considerable distance in order to supply railway patrons.

Half Rates on Pure Bred Stock. Pure bred stock for breeding purposes registered by any association recognized by the Dominion Department of Agriculture is carried on all railways west of Port William at half rates on production of certificate of registration. If shipped in carloads shipped off en transit to complete landing or in parts landed at intermediate points in the direct run can be obtained for \$3.00 for the first stop-off and \$2.00 for each subsequent stop-off.

Breeding Animals from Winter Pairs. Winter live stock fairs are held annually at Brandon, Regina, Calgary and Edmonton. The provincial live stock authorities arrange distribution of breeding stock in carloads for each different section of the railway placing a man in charge and delivering the animals at each station direct from the fair to the purchaser. This stock is subject to half rate. The charge for stop-over has already been mentioned.

Breeding Animals from Eastern Canada. Pedigreed stock in carloads when intended for breeding purposes is carried from Eastern Canada to points in Western Canada at settlers' office rates. Health and mark tags are carried at the same rate when accompanied by a certificate from a recognized veterinarian certifying that the animals are healthy and sound.

Farmers' Shipments from Stock Yards. Cattle, sheep and hogs from public markets (Calgary, Edmonton, Moose Jaw, Winnipeg, Saskatoon and St. Boniface) shipped to farmers for breeding, feeding or finishing are carried at "special rates." The regular live stock rates on production of certificate signed by the secretary of the Provincial Farmers' Association and the secretary of destination point. Shipments from the Union Stock Yards at St. Boniface are carried at the same rate on production of certificate in duplicate signed by the Dominion Live Stock Inspector and countersigned by the consignor.

Public Stock Yards. The Public Markets Ltd. located at St. Boniface was built by the Canadian Pacific Grand Trunk Pacific and Canadian Northern Railways. Every facility for feeding, watering, weighing, sorting and sale of stock is afforded. The charges in connection with the operation of this yard by the Public Markets Limited are subject to the approval of the Provincial Government. The live stock yards at Moose Jaw are operated by the Canadian Pacific Railway. The Calgary live stock market situated on the C. P. Railway tracks at Calgary is operated by the

Alberta Stock Yards Limited. The stock yards at Edmonton are situated on the Canadian Northern Railway and Grand Trunk Pacific Railway with switching connection to the Canadian Pacific Railway, and are operated by The Edmonton Stock Yards Limited. The regulations of all public stock yards are subject to the direction of the Minister of Agriculture for the Dominion.

Information as to Rates and Regulations. Information as to railway rates or regulations will be cheerfully given on application to Mr. George Stephen, Freight Traffic Manager, Canadian Northern Railway, Winnipeg. Mr. A. E. Rosevear, General Freight Agent, Grand Trunk Pacific Railway, Winnipeg, or W. C. Bowles, General Freight Agent, Canadian Pacific Railway, Winnipeg. Information as to stock yard facilities, rates, etc., at Winnipeg (St. Boniface) can be obtained by application to Mr. A. N. Lambert, Secretary, Public Markets Limited, Winnipeg.

WHAT KIND OF ANIMALS DOES THE MARKET DEMAND?

Contribution Regarding Cattle by Robt. E. Sweet, Secretary of the Winnipeg Live Stock Exchange.

Contribution Regarding Hogs by Wm. Renniker, Head Buyer for Swift Canadian Co., Winnipeg.

In deciding on the kind of animals to raise, the farmer may well look to the market to ascertain what kind is selling for the highest prices.

Cattle.

What kind of cattle do the packers want? They want the wide, well fleshed kind. With them the main points are to get cattle that are smooth, well balanced, with width and depth, and with short heads and short necks. Not only is this the kind wanted as "packer" steers, but the same type is also wanted in the "feeder" steer class, because the "feeder" steer is needed only to grow into a "packer" steer. The buyer of the "feeder" steer wants the right kind not only because he knows what kind of animal the "packer" steer should be, but also because the right kind to sell when finished is also the cheapest kind to feed.

Starting at the front of the beast, you want a short, wide head; a short neck, smooth, well-fleshed shoulder, and a well developed chest; with as great girth as possible just behind the front legs. The animal should not be bare or saggy in the back, nor should the back nor ribs be covered by rough lumps of fat. The ribs should be broadly sprung and long so as to give a deep side to the steer. A packer does not want a paunchy steer, but an animal to feed well must have a good "middle". In the hind quarters, width and depth are again the requirements.

A necessary characteristic often considered too lightly is quality. Quality is a hard thing to describe. About the easiest

way to describe it is to say that it is absence of coarseness. We look for fine quality or absence of coarseness in the animal throughout, not only absence of coarseness in the head, shoulder, along the back, etc., but general smoothness and evenness of flesh everywhere. Thus, of course applies to the finished animal. You will always find the packer paying the highest prices for good quality animals.

Not only is it important to have all individual animals good, but uniformity in your lot is also of some importance. As a rule, the highest prices go for lots of cattle that are practically all alike.

With the type in mind, here can one produce this class of cattle? It seems to us that the most practical means of improving cattle is by using better bulls. This no doubt is an old story often told by live stock breeders. College men and others but seeing cattle as we do each day makes us want to emphasize the importance of using the best kind of bulls. Get a pure bred bull and one of the type you wish to have reproduced in your stables. Be sure he is a good one. A sire may not transmit all his good characteristics but you cannot expect him to transmit that which he has not. It does not matter what breed you prefer. Shorthorn, Hereford or Angus, so long as he is a good one. There are numerous pure bred herds in this country and it would be easy for all to get good bulls as desired.

Just a few words to the owners of pure bred herds. We feel that a man should not engage in that business unless he is capable of producing the kind of animals that are a good deal better than the average good enough to greatly improve the average herd. Sometimes mistakes are made by people of very ordinary ability as stockmen going at the pure live stock business. Some of these people are selling bulls that are not as good as decent grade animals. We are sure that every good well informed breeder will agree with that statement. For the capable breeder let me urge the necessity, when selecting and maintaining your type of animals having in your mind the requirements of the market. We do not wish to depreciate distinctive breeds, but we believe in the value of special lines of breeding, but we remind you that when a lot of steers come to market we pass upon them as good bad or different without any thought at all as to whether the sire was of a fast considerable family. We feel that we cannot too strongly emphasize the value of breeding the right kind.

Going through the yards from pen to pen, we often compare a couple of bands of steers. We can see at once where one man has economized as he would all it on a bull. Probably he saved \$50.00 to \$150.00. The man however who got the better bull is realizing here a couple of dollars per hundred more for his animals, and also he has two hundred pounds more per animal at the same age than our economical friend. It is such things that we see every day that impress on us the mistakes that some

people are making. It leads us to wish that a good many of the stockmen would spend a little more time observing these facts.

We have already suggested the importance of uniformity. It is up to the individual stockman to secure uniformity in his herd. When getting your cow foundation see that they are of the same type.

We are not in a position to tell how cattle should be fed, but we do know that a lot of stockmen are losing money by underfeeding their stock and improperly caring for them. We do not mean that every man should feed cattle for market. On the other hand, probably there are many men in the Northwest that would do much better by leaving the feeding business alone and giving their attention to producing the stock for someone else to feed for slaughtering.

Many farmers can make more money by producing "feeders" than by producing "butchers" and there are many men who want that kind of cattle to feed. Whether you produce "feeders" or "butchers" you will never make money by starving them. When we see the emaciated looking lots coming down the yard in the spring or winter showing the signs of not having any shelter, and of being huddled up in a little shack without bedding, or when we see an underfed looking bunch drift along we conclude that somebody has made a sap somewhere.

The percentage of dehorned cattle coming into this market is very small and we consider it an essential asset to all stockmen to have their cattle dehorned while young as both packers and feeders pay more for the dehorned kind always. There are thousands of dollars lost each year through bruises upon cattle, which are invariably caused by cattle with horns.

Hogs.

Having been asked to write a letter on the marketing of live hogs, I will try to indicate the types, weights, grades and quality of hogs that will bring the most money on the market. You will bear in mind that I write from a buying and selling point of view and I may not agree with the ideas of some of these raisers of hogs who are inclined to be careless and raise hogs on the theory that "a hog is a hog", and will command the same price regardless of quality.

In the breeding and raising of hogs great care should be taken that both the sow and the boar are well built. Smooth types of hogs that are in healthy, fleshy condition and are neither fat nor thin should be used. Sows that are too fat are inclined to be lazy and therefore do not get the exercise that is necessary, while the sow that is really thin is naturally in a weakened condition and healthy strong pigs cannot be expected from her.

For the best bacon types of hogs the Yorkshire and Berkshire are the most desirable or a good cross between these should bring good results, while for a shorter, fatter hog, the Poland Churns, Durocs and Chester Whites are reliable breeds to choose from.

If Canada is to maintain her reputation as a raiser of the best bacon type of hogs, so that she can compete with the United States in the marketing of her products, the writer believes the breeder should stick closely to the Berkshire, Yorkshire and other good lengthy types, as the time will come when conditions again are normal, that the Canadian farmer may find to his sorrow that he has allowed his hogs to become shorter and fatter, and he no longer can command the high prices he formerly received, and he will find it a difficult matter to compete against the corn fed hogs of the South.

In fattening hogs for market they should be fed a balanced ration regularly and care should be taken that the feed boxes are kept clean and that they are eating all the feed that is given them at each feeding so that no grain is wasted.

In the summer young hogs should be allowed to run in the fields, or fenced pastures, and at all times plenty of room should be allowed for hogs that are maturing. In the winter warm, dry shelter should be provided where possible and plenty of clean straw kept on hand to bed the hogs to keep them from getting stiff or rheumatic.

Hogs should be fed until they weigh around 200 lbs. as they will then command the best price, and at no time should hogs be marketed until they weigh at least 150 lbs. Hogs that are light or thin and unfinished sell from \$1.00 to \$3.00 per cwt. under the price of select hogs and in most cases these hogs go back to the farms for further feeding.

When hogs are ready to be marketed, the farmer may ship them to the market, or he may sell to the local buyers who consolidate the less than carload lots of several farmers, or the farmers at a country point may have a co-operative shipping association.

The railroads provide stock pens at country shipping points, so that care may be given stock while waiting for trains.

Cars should be well bedded and not overloaded.

Do not pound or abuse hogs while loading or unloading, as bruised and crippled hogs sell at a discount, and the shipper is the one who suffers the loss.

Your hogs should be consigned to a commission merchant at one of the live stock markets where they will be given good attention. The commission men who are expert salesmen, attend to these matters more efficiently than the shippers and their rates and charges are quite reasonable for the services rendered.

In conclusion I will say that what the packers and butchers want most and are willing to pay the most money for are well finished, smooth, high yielding hogs, and the more care given in the raising and feeding of hogs, the more they will bring on the open market. Buyers soon learn which man's hogs yield the best, and they are always willing to pay top prices for his animals.

Part 2

The following narrative is pure fiction, but, so far as is known, every statement made therein truly represents the facts of the live stock trade. The purpose of the narrative is to present, in somewhat logical sequence, many miscellaneous facts in connection with live stock marketing.

What Fred Learned By His Shipment

The Marketing Story of an Imaginary Shipment of Manitoba Live Stock.

By George Batho, Editor of Agricultural Publications, Manitoba Department of Agriculture.

Appendices Accompanying.

- Appendix A.—List of Special Live Stock Shipping days on Manitoba Railroads.
Appendix B.—Carload Rates from Representative Manitoba Shipping Points.
Appendix C.—Typical Shipping Contract.
Appendix D.—Rules of Compensation as set by Winnipeg Live Stock Exchange.
Appendix E.—Hypothetical Statement as rendered to Seller by Commission Firm.
Appendix F.—The Live Stock and Live Stock Products Act of Canada.

Fred Ferguson is a well-to-do farmer living at Prairieville, 135 miles from Winnipeg. In the past fifteen years Fred has prepared hundreds of animals for market, but, like many of his neighbors, he had always sold them to Bill Bronson, the dealer who lived in the town a short distance down the line, and who frequently drove to Fred's farm to make purchases.

Recently, however, Fred had sold a portion of his land, and, as he had been very heavily stocked with animals anyway, he decided to ship a carload of cattle and another carload of pigs, and to take them to market himself.

Fred lived alongside a railway siding, where no railway agent was located. He therefore drove down to the thriving town of Bronto, eight miles away, and called upon Tom Taylor, the station agent.

Tom took Fred's order for two live stock cars. It was Saturday, and Fred had thought of loading his cars on Monday. He asked Tom how long it usually took to obtain a stock car. "Under normal conditions," said Tom, "three days would be enough. It is well to allow plenty of time, however, as cars sometimes have to be moved quite a distance up the line from where they were last used." Also he mentioned the fact that on that particular

Acknowledgement. Grateful acknowledgement for information supplied for this article is accorded Messrs D Johnston, Winnipeg, Representative of the Dominion Live Stock Branch, A N Lambert, Superintendent, The Public Markets Limited, J Dougall, General Agricultural Agent, C P E., W W Frazer Live Stock Commissioner, Manitoba Dept. of Agriculture, Ross C Sweet, Secy Winnipeg Live Stock Exchange, and various shippers of live stock.

railway branch Monday was not the best day for a live stock shipment. "On this branch, as on our other branches, we have special live stock shipping days when we pay particular attention to this class of freight."

Fred enquired about freight charges. The agent readily showed him the freight tariff sheets. He learned that the ordinary stock car on Canadian railways is either 36 feet long and 8 ft 3 in. wide or 34 feet long and 8 feet 9 inches wide, most of them being 36 feet cars. Such a car will hold about 18 or 20 head of fattened steers weighing from 1300 to 1400 pounds or about 25 to 30 head of 18 month old stockers each weighing 750 pounds. Tom told him that the minimum weight for a carload either of horses or cattle is 20,000 pounds; if less than that weight were shipped he must pay on that basis anyway. As Fred meant to ship hogs in one car Tom said the minimum weight for a carload of either sheep or hogs is 16,000 pounds. Mixed lots—as of cattle and pigs—call for freight payment on the basis of the highest minimum rate represented in the shipment.

"There is one expensive practice" said Tom "that many shippers are making and which we as a railroad company are doing everything possible to discourage. That is the mixing of different classes of animals in unpartitioned cars. Hogs, if loaded with sheep and calves will sometimes injure them while

Appendix A.—Live Stock Shipping Days on Manitoba Railways, September, 1918.

IMPORTANT—This list is subject to change without notice, and shippers should get into touch with their local agents. The purpose of publishing the table is to show how general the appointment of special days really is.

C. P. R. LINES

(These days are for southern stock ship-ment only. There will be assigned days for northern stock shipments.)

Main Line Run. From Winnipeg for Port Arthur daily except Saturdays and Sundays.

To Beaver Branch—Each Tuesday, also 2nd and 4th Wednesdays.

Beaver Branch and Port Arthur Branch—Each Tuesday. Beaver Branch Port Arthur only.

Carleton Place to Port Wednesday, although stock car is picked up at 10 when necessary on Tues. M. 1918.

Minnedosa Branch—Each Thursday. Winnipeg Branch—To assigned day, Arborg and Emerson Branches—To assigned day.

Beauséjour Branch—Daily from 10 A. M. to 4 P. M.

Verdun Branch—Each Wednesday.

Beauséjour Branch—Each Wednesday from 10 A. M.

Beauséjour Branch—Each Wednesday.

Rapid City Branch—Daily except Sunday. 10 and 12:30 service.

Lester & Minnig. Branches—Daily except Sunday. Mixed train service.

Seymour Branch—Tuesday.

Winnipeg to Brandon. 2nd and 4th Wednesdays. 10 and 12:30.

From Port Arthur to Port Tuesday.

Port Arthur to Port Tuesday.

Port Arthur to Port Tuesday.

Port Arthur to Port Tuesday.

Port Arthur to Port Tuesday.

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Port Arthur to Port Tuesday.

G. T. P. LINES

Winnipeg to Brandon. 2nd and 4th Wednesdays. 10 and 12:30.

C. N. R. LINES

Winnipeg to Brandon. 2nd and 4th Wednesdays. 10 and 12:30.

Winnipeg to Brandon. 2nd and 4th Wednesdays. 10 and 12:30.

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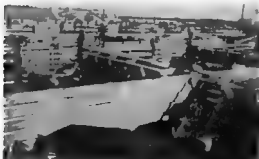
Winnipeg to Brandon. 2nd and 4th Wednesdays. 10 and 12:30.

Winnipeg to Brandon. 2nd and 4th Wednesdays. 10 and 12:30.

the man who loads steers and hogs or sheep together will likely lose some of the latter through trampling. Shipments of different classes of animals should always be divided by a parti-



Looking Eastward from the Centre of the Union Stock Yards, St. Boniface.



Sometimes almost every Pen is occupied.

turn. There is one point about these partitions, Tom, that is important. Many shippers build the top of the partitions strong to keep the cattle away from the bags but they do not take enough care with the lower half of the partition. It is no bad to permit hogs to get among cattle as to get cattle among hogs.

How about one of those double deck cars?" asked Fred. "I think I have seen them in use both for sheep and hogs. Who provides the second floor?"

Double deck cars, said Tom, "are scarcely ever used for short hauls. For such hauls, it does not pay the shipper to use two decks. When they are used the shipper provides the lumber for the upper deck and when he gets to the stockyards although the lumber is his property and he may do as he likes with it he usually leaves it in the car as there are no buyers for such material at a stock yard. Sometimes the commission agent can sell it and every shipper having lumber of any value taken from his car should try to sell it or have his commission broker do so for him. If no other disposition is made of the lumber the Public Markets Limited the company owning the stockyards having to remove the lumber naturally become the nominal owners of it, but actually it is no matter of revenue to them and they would rather have nothing to do with it. It requires close to 500 feet of lumber to make the floor and very few shippers find it economical to use two decks unless very long hauls are to be made. The railways have a few double deck cars on hand.

Supposing I shipped from my siding where there is no agent?" Fred asked.

Shipments of stock," said Tom, "are occasionally made from sidings though seldom. Your car would be picked up by the train in the usual way and the agent at the first station reached fills your car."

The agent explained that the shipper of a carload of live stock is entitled to free passage on the train going with the stock as well as free return from Winnipeg to destination. The shipping contract really constitutes a ticket for the trip to Winnipeg and is furnished by the railway agent at point of shipment to the party in charge of the car that for the return trip is obtained at the Winnipeg ticket office as an order from the freight department of the railway attesting the shipment. The person accompanying the shipment to Winnipeg travels in the saloon of the freight train, which has car attached. Returning he travels on the regular passenger train.

Tom pointed out a clause in the shipping contract which bears on this point. This clause impresses upon the person sending a carload of stock over 100 miles the absolute necessity of sending a person in charge.

As I will ship two cars," said Fred, "I will be entitled to railway passage for two persons. I think I will take my oldest boy along for a trip."

"No, you can't do that," said Tom, "with from one to three cars one attendant is permitted; from four to ten cars, two attendants."

"Does the railway company place the cars at the stock yards, so that I may load them easily, or may they deliver them anywhere on the siding?"

"The company," said Tom, "always spots the car as conveniently as possible. It cannot, of course, put two cars at the same loading chute at once, and in practice shippers frequently move a car a short distance."

"Must I prepay the freight, or when is it collectable?" Fred asked.

"The freight is collectable at the destination", Tom replied. "If you consign your shipment to a live stock commission dealer, he will pay the freight and deduct it from his returns to you. If you send the shipment in your own name, you must either pay or arrange the freight payment to the company's satisfaction before the car will be delivered to you at the stock yards."

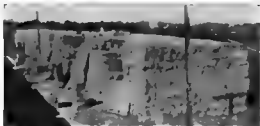
On the day appointed for the shipment Fred's live stock were on hand, and the freight cars were left by the westbound freight train to be picked up on its return trip. The cattle were loaded into one car and the hogs into another. The trip to Winnipeg was an average one for the stock train, which meant that the 136 miles were covered in about nine hours, or an average of fifteen miles per hour, including stops.

At several stations Fred went forward and examined his animals.

Appendix B—Carload Rates on Live Stock from Representative Manitoba Points to Union Stock Yards, St. Boniface.

The exact rate from any Station may be learned by applying to the local Station Agent.

C. P. R. Points	Cattle		Hogs		G. T. P. Points	Cattle		Hogs	
	On basis of 1000 lbs.		On basis of 1000 lbs.			On basis of 1000 lbs.		On basis of 1000 lbs.	
	weight	carload	weight	carload		weight	carload	weight	carload
	at 10,000	at 10,000	at 10,000	at 10,000		at 10,000	at 10,000	at 10,000	at 10,000
	lb.	Extra lb.	lb.	Extra lb.		lb.	Extra lb.	lb.	Extra lb.
	weight	ad-	weight	ad-		weight	ad-	weight	ad-
	differential	differential	differential	differential		differential	differential	differential	differential
Booth	\$41.00		\$34.40		Rivers	\$43.40		\$34.40	
Bonfield	\$3.00		41.40		Missoua	43.00		34.40	
Plains	\$4.00		40.00						
Manitou	\$3.00		30.40		C. N. R. Points				
Minneapolis	\$3.00		31.00		Rolland	32.00		31.40	
Carberry	32.40		30.40		Elgin	43.00		34.40	
Yrden	43.00		33.40		Ashtara	32.00		30.40	
Treherne	32.40		34.40		Roosburg	42.00		34.40	
Morden	32.00		34.40		Swan River	34.40		40.40	
Arborg	33.00		34.40		Gilbert Plains	43.00		34.40	
Emerston	30.00		34.00		Port. la Prairie	34.00		30.00	
Deloraine	43.00		33.30		Brulish	43.00		34.40	
					Wakopa	43.00		34.40	
					Chatfield	30.00		34.00	



View a Portion of the Supply of Hogs on Board of the Ship.

shipper, even though he is an experienced driver and thoroughly posted as to the trend of the markets, actually does this, and so he had arranged beforehand for one of the commission firms dealing on the market to dispose of his stock for him.

The yards interested Fred greatly, and before his visit there had ended he had learned the following facts:

The Union Stock Yards are owned by the C. P. R., the C. N. R., and the G. T. R. and each railway runs its trains directly to the yards.

An Act of the Manitoba Legislature passed in 1911 entitled "An Act to incorporate a Public Live Stock Markets Board", authorized the building and operating of the yards. The management of the yards is limited by a body of commissioners known as The Public Markets Limited. The Manitoba Government, though owning no financial interest in the yards appoints one representative in the Board of Management and he is entitled to attend all meetings of the directors. This right is provided under the Act of incorporation.

Fred learned that the Yards have been considerably increased in size since they were first opened and now they cover about 60 acres and have a capacity to care for about 10,000 head of cattle and 8,000 hogs.

Half of the yard is under cover and half uncovered.

Various locations in the Yards are indicated by much the same system as that applying to townships and ranges. There are blocks which extend northward and southward across the yards. Then in each of these are pens numbered consecutively. Thus anyone acquainted with the yards could find any pen at once if given the block and pen numbers.

Certain sections of the Yards bear the names of certain

* W. B. Fraser, Live Stock Commissioner, Manitoba Department of Agriculture, Winnipeg, is the representative at present.

dealers. These pens are neither the property of, nor are they leased by these firms. The Public Markets Limited, recognizing these firms as constant users of the Yards, allot to them such areas as they seem likely to be able to use. This allotment is for the sake of convenience so as to make for concentration of the animals controlled by any firm, and also permit of easy location of dealers.

Fred noticed the Exchange Building alongside the Yards. He found inside offices of the following —

Representatives of the various railway companies.

The Public Markets, Limited.

Representative of the Live Stock Branch of the Dominion Department of Agriculture.

About ten commission firms, close to twenty dealers and order buyers, and the purchasing branches of four or five abattoir companies.

One live stock insurance company

The building where these offices are located is owned by The Public Markets Limited, and the offices are rented to the occupants.

Fred found that among the firms handling live stock on the market there existed an organization known as the Winnipeg Live Stock Exchange. The commissions to be charged by dealers for different services are agreed upon by this Exchange, and all members of the Exchange are supposed rigidly to adhere to them.

Fred spent several hours in the yards. He learned that The Public Markets Limited—the company owning and operating the yards—impose yardage charges upon animals passing through the yards as follows:

	Cents
Horses and Mules, per head	25
Cattle " "	25
Colts or Calves " "	15
Hogs or Sheep " "	5

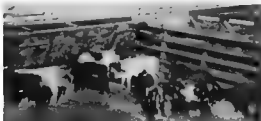
For this amount The Public Markets Limited unload the animals and place them in the pens of the dealer to whom the shipment is consigned. In some cases—as, for instance, when a farmer is taking a shipment of stock through Winnipeg either east or west—the owner may have no dealings whatever with any dealer; then he simply arranges for a yard in his own name. Fred learned, farther, that the charges made by The Public Markets Limited were without reference to the time during which animals occupied the yards, a steer that was in only one hour would pay the same fee as though he remained in the yards one week.

The yardage charges cover the supplying of facilities and accommodation, cleaning and disinfecting of the yards, free water and free weighing—everything but feed.

Of course, his animals had to be fed, and Fred asked whether he should have gone to town and purchased feed for his ship-

ment. He learned from the men who unloaded them that The Public Markets Limited are the only sellers of feed within their yards. The prices for this feed vary from time to time, the price being set by the Company, the charges following the general market prices of the feeds used.

At one place in the yard he saw four or five men and boys who seemed to be acting a little as though they were trying to stop a dog fight. Fred soon saw, however, that they were "cutting out" individual steers from a small penful and were passing them over the weigh scales. From his conversation with a drover he learned that the yards had three scales—two for cattle and sheep, and one for pigs. He was also told that another new scale for cattle was just being completed and it was hoped this would be ready by October 1918. The weigh master Fred learned, is



Even small calves may sometimes be seen by the Penful.

in the employ of the company operating the yards. He also was told by his drover friend that the tickets showing the weight are made out in triplicate. One copy of the ticket is delivered to the seller, another copy to the buyer, and The Public Markets Limited keeps a copy itself.

Certain classes of animals, such as horses and milk cows, are not usually sold by weight but simply as individuals. These may never pass over the scales, but in the case of other classes of live stock, it is the custom of the yards that the ownership changes at the scales, that is to say, the seller is responsible until the animal is weighed, but from the scales the animal goes into the pen and the care of the buyer.

A few years ago it was the custom in Winnipeg to weigh animals right off the cars, while in a starved condition. Now they are weighed "fed and watered." This means that the seller has the privilege to give the animals all the feed and water they will take before weighing.

Fred noted that in weighing a lot of animals the men in

charge sometimes ran one animal on to the scale and weighed it alone, in other cases two or three, or even half a dozen, were admitted together. At the pig weighing scale he saw them let in about twenty head at one draft. He soon learned that in each draft there was admitted the animals of only one grade. That is to say, a carload might contain one milk cow, four canner oxen, two bulls, one heavy stocker, three light stockers, and eight medium butcher steers. All the animals of any number of them, from one class might be admitted on to the scale at once, but the representatives of two classes are never admitted together.

"Where are these graded, and who is the official grader



Some Lots of cattle in the yards are very Good—



And some are not so good.

Appendix D.—Scale of Commissions as set by the Winnipeg Live Stock Exchange and in force September, 1912.

SELLING CHARGES

Selling of Cattle per car	\$12.00
Selling of Cattle per head when driven in or of local origin	0.01
Selling of Calves, double deck car	12.00
Selling of calves, single deck car	12.00
Selling of Calves if less than car lot	0.20
(Sixty calves or 10,000 lbs. constitutes a carload.)	
Selling Sheep and Lambs, single deck car	10.00
Selling Sheep and Lambs, double deck car	12.00
Selling Sheep and Lambs local driven in per head	0.20
Selling Sheep and Lambs, over than carload per head	0.20
(Seventy head to constitute a carload.)	
Hogs, Single deck car 25 head or under	2.00
- Single deck car over 25 head in car for each additional head over 25 head....	0.10
- Maximum for single deck car	14.00
- Double deck car 140 head or under	14.00
- Double deck car over 140 head in car, for each additional head over 140.	0.10
- Maximum for double deck car	12.00
- Local—per head.....	0.25
Mixed cars of stock, two or more different classes of stock in one car.....	12.00
When two hot cars are supplied for one stock car charges are as follows:	
Cattle per head	0.75
Hogs per head	0.10
Calves per head	0.20
Sheep per head	0.15
(If the commission does not total the mixed car rate of \$12.00, then the mixed car rate shall be effective.)	
The maximum charge on two hot cars shall be.....	\$27.00

BUYING CHARGES

Cattle per car	\$12.00
Hogs per car—single deck	2.00
Hogs per car—double deck	12.00
Calves per car—single deck	12.00
Calves per car—double deck	12.00
Sheep and Lambs single deck	10.00
Sheep and Lambs, double deck.....	12.00

(In addition to the above, there is a scale of somewhat lower rates which are observed in cases where one member of the Exchange sells animals for another member or for what is known as "clearing" stock.)

PAYMENT FOR LIVE STOCK

All stock consigned to commission men and sold by them shall be settled for by the buyers not later than the second day following the day of purchase. Amount of sales to shippers shall be made and settled within 48 hours of the time of transaction to which they refer.

here?" Fred asked. He was told in reply that, unlike the custom in grain marketing there is no official grader at St. Boniface. The grading is determined between the seller or his agent and the buyer. It is largely a matter of "diamond cut diamond" as the selling and separation occur. If a steer were sold twice during the same day he might be a stocker in the morning and a light butcher in the afternoon. It is partly on the claim that he knows just what an animal should grade and therefore cannot be talked out of a grade that the commission man makes his appeal for business. As a matter of fact, the driver confided to Fred, the question of grading is somewhat subject to the conditions of the market. When a buyer wants a carload of "select" hogs and wants them badly enough he will perhaps accept a few that are below or above the usual weights, but when the demand is drab, he is much more saucy about anything that is doubtful. It is the same way through all the classes.

Fred saw a couple of carcasses which had been pulled out of a carload.

"I suppose," said he to a man supervising the work, "these are buried and are a dead loss."

"No," said the other, "the driver who shipped these carries insurance against railway losses and the insurance company which pays him for them assumes ownership of the dead animals. The carcasses are not worthless as the hides and fat have a market value. Certain firms purchase dead animals regularly."

"But my stock were not insured," said Fred, "suppose they had died on the cars."

"Your commission dealer would sell the carcasses and show the returns upon his statement to you."

Down by the south side of the yards Fred found a well equipped^{*} branding and deboning chute where some men were branding a carload of heifers that had been brought to take out to a part of Manitoba where there was a lot of unfenced country.

"I didn't know," said Fred, "that any cattle brands were used in Manitoba, at least none of my neighbors have any."

"Well," said the man who was placing the cattle in the chute, "there are about 700 brands now in use in Manitoba. The brands are allotted by the Manitoba Department of Agriculture. Before you may use a brand you must pay a fee and have it registered. The Department thus prevents any two men using the same brand."

Late in the afternoon Fred called for settlement at the office of the commission firm to whom his stock had been consigned.

"I suppose," said Fred to the commission dealer with a twinkle in his eye, "all commission dealers are about the same."

* The deboning department was arranged with the pen house of a carload of cattle to have them either deboned or branded at a charge of 10 cents per head, or 15 cents for both operations. There are meat stores outside the having cattle deboned than the average cattle raiser believes.

all are honest, and anxious to give the best possible service; and all are licensed and bonded by the same government."

"No," said the dealer, "they are not all the same; and to tell you the truth, no dealer here is at present either licensed or bonded. When the new Dominion Act to govern stockyards and live stock marketing which passed in 1917, is declared in force, we may all be licensed and bonded, but we are not at present."

For each of his two carloads Fred received a separate statement, which he spent some time in examining:

Appendix F.—Specimen of Statement Rendered to Seller by Commission Dealer

W—, W— & M—, Ltd.
Live Stock Commission Dealers

Union Stock Yards, Winnipeg, Sept. 3, 1918.

Sold on Account of Fred Ferguson, Prairieville, Man.

One Car Cattle.

Buyer	Cattle	Weight	Price	Amount	Total
E. Halperin	1 cow	1430	\$ 7.50	\$ 77.25	
"	2 cows	2100	3.60	225.00	
Ed Smith	3 cows	2210	7.60	245.75	
Halperin	1 half	1820	8.25	150.15	
Pelly	1 ox	1680	10.00	168.00	
Swift	1 steer	1120	14.00	156.20	
Pelly	1 steer	910	7.75	70.53	
"	4 "	2410	8.40	202.95	
"	4 "	4000	10.00	400.00	
"	2 "	1540	6.50	100.10	
"	1 bull	1120	8.25	114.87	
J. H. B.	2 cows not sold by weight				155.00

22

2,626.45

Car No.	Weight	Rate	Charges
245500	22400	21%	\$48.18
Cleaning and disinfecting car			0.75
Feed on Road			"
Stop to Finish Loading			"
Total Railroad Charges			\$48.91

Less insurance (1/4 % of) 10.18 2,616.26

Gross 2,171.36

Freight (including w/ railway charges, \$48.91

Yardage 5.75

May 17 bales at \$1.50

per bale 25.50

Chop—bags at per bag

Bedding bags at pr bale

Total paid Public

Markets Limited 30.16

Commission 13.50

Yard fire insurance (20

cents per car. 6.25

Total Expense 98.86

Net Proceeds 2,072.50

Cheque issued for \$2,072.50

"I notice," said Fred, "that one half per cent is charged for insurance. What's that for?"

"That insurance is to cover losses when killing." In abattoirs doing an interprovincial trade the Dominion Government has veterinary inspectors who examine every carcass for disease and decide whether the meat is fit for use. To compensate for their losses through carcasses being condemned the abattoirs buy all stock subject to this reduction of one half per cent, and all commission firms sell all stock subject to the dockage."

"How about those heifers I saw being branded to go north—were they subject to this insurance charge?"

"Yes."

"Then the dockage is not confined to animals for killing only."

"No, it is universal."

"Does the commission dealer give the benefit of that half percent to the man who buys stockers or other animals that are not for killing?"

"In some cases he does and every buyer of such cattle has a right to raise this point when he engages a commission dealer to purchase stock for him. In engaging his commission dealer he should stipulate that this one half percent is to be deducted from his account."



A Fine Uniform lot of "Berk" Hogs.

"How much per car does this amount to?"

"On a 20,000 lb. car sold at 8 cents per pound, it amounts to \$8.00."

"I notice an item here for 75 cents for cleaning and disinfecting the car. Who charges that?"

"The railway company. Perhaps you saw the fellows with

the pump and the lime wash spray which they were applying to the inside of the cars, down the railway track. You are paying for their work. The Dominion Government regulations provide that every car from which stock is unloaded shall be cleaned and disinfected before leaving Winnipeg. This is to prevent the spread of diseases."

"There is an item here of 20c per car for yard fire insurance."

"That money is paid by the commission firm to the Live Stock Exchange. They in turn pay it to the Hartford Fire Insurance Company, which has the yards insured. The policy is issued 'to whom it may concern', so all owners of stock in the yards should be protected in case of fire."

"How many classes of buyers do business here?" Fred asked.

"The abattoir companies have their buyers here. They are one class. The exporters are another class. Then there are speculators. Whenever the market slumps a little these men are more active. They pick up animals, feed them here in the yards, and sell them later. They may carry them one day or several days."

"Have they offices here?"

"A few of them have, but in most cases some commission firm 'clears' for them, that is, the commission firm keeps the speculator's account and honors his paper."



The Exchange Building at the Union Stock Yards

"So to-day you may sell part of my load to Speculator Jones, and to-morrow, when, on behalf of the speculator, you again sell those same animals on an order at 10c per hundredweight higher, you charge the speculator for 'clearing'."

"That's the idea exactly."

"What other classes of buyers?"

"There are always transient buyers. A farmer comes along who wants a load of stockers; the Government buyer wishes a

load of cows for the settlers up north; a Jew dealer wants some animals for their special method of slaughtering; a dairyman near Winnipeg comes in for five cows. And so on it goes. The commission dealer tries to cultivate the acquaintance of both buyers and sellers. If engaged to sell, he is supposed to sell to the advantage of the consigner; if he has an order to buy, he is supposed to buy as cheaply as possible. If he sells for one man, who has engaged and paid him to sell, and he places the stock with another man who has engaged and paid him to buy, he is doubly well paid, and he is supposed to please them both."

"How long does anybody ever have to wait for his money after the animals are sold and weighed?"

"We handle the business as quickly as possible. It is a violation of the Exchange rules for any dealer to delay payment beyond 48 hours of the time of the transaction. Ordinarily, if a shipment reaches the yards early in the morning, the cheque is paid to the shipper the same day."

"What means of information are there about live stock market prices?" asked Fred.

"The regular Winnipeg daily newspapers and the Grain Trade News and Live Stock Journal give daily information. Then the farm papers review the markets. Besides this, some dealers issue market letters, and any dealer will give you particulars at your expense either by long distance phone or telegraph at any time."

"Well", said Fred as he got on the train the next morning, "I don't know whether I made any more money than if I had sold to Bill Bronson, the drover; but this one trip at least taught me a few things I never knew before."

Appendix F.—The Live Stock and Live Stock Products Act (Dominion)

CHAPTER 32 OF THE STATUTES OF CANADA, 1917.

(At time of writing the bringing into force of this Act is pending)

AN ACT RESPECTING LIVE STOCK.

Assented to 30th September, 1917.

His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:

1. This Act may be cited as The Live Stock and Live Stock Products Act, 1917.

2. In this Act, and in any regulation made hereunder, unless the context otherwise requires;

(a) "Commission merchant" means any person or partnership in Canada engaged in the business of buying or selling live stock for a commission;

(b) "Inspector" means any inspector or other officer or person authorised by the Minister to perform any duty under this Act or under any regulation;

(c) "Live Stock" means neat cattle, sheep and swine;

(d) "Minister" means the Minister of Agriculture;

(e) "Regulation" means a regulation made under the authority of this Act;

(f) "Stock Yard" means any area of land used as a public market for purchasing and selling live stock, with the buildings, fences, gates, chutes, weigh scales and other equipment situated thereon and used in connection therewith;

(g) "Live Stock Products" means meat, poultry, eggs, and wool.

3. (1) There shall be a live stock exchange in connection with each stock yard operated under this Act, of which live stock exchange every commission merchant doing business at such stock yard shall be a member unless he holds a special license from the Minister.

(2) Nothing in this Act, or in any regulation made hereunder, shall take away, or in any manner limit, the right of any farmer or driver to sell his live stock at any stock yard.

4. (1) A live stock exchange shall not be operated until the by-laws to regulate the management and business of such exchange have been duly approved by the Minister and a written notification of such approval has been sent by the Minister to the secretary of such live stock exchange.

(2) Such by-laws shall provide for the admission as members of such live stock exchange of such persons as desire to carry on the business of commission merchants, on such terms and conditions as may be fixed by the by-laws, and such by-laws shall require every commission merchant becoming a member of the exchange to furnish sufficient and satisfactory security for the proper accounting by such commission merchant of the proceeds of any sales received by him, and of any money paid to him to effect any purchase.

5. The Governor in Council may authorize the Minister to issue special licenses to permit any person therein named to operate on a stock yard as a commission merchant, and may prescribe the terms and conditions upon which such licenses shall be issued, and the fees to be paid therefor.

6. Every stock yard shall be constructed and equipped in accordance with the regulations, and no stock yard shall be operated or used until it has been inspected and approved by the Minister or an inspector, and every stock yard shall, at all times, be open to inspection by the Minister or any inspector.

7. (1) The owner, lessee, occupier or operator of every stock yard shall manage such stock yard in conformity with written by-laws, and shall submit such by-laws and a schedule of the fees and charges to be charged for live stock using such stock yard, to the Minister for his approval, and such by-laws shall not have any force, nor shall the owner of the stock yard use the same for marketing live stock, or be entitled to collect any fees or charges, until such by-laws and schedule of fees and charges have been approved by the Minister.

(2) Any stock yard not operated or maintained in conformity with the regulations may be closed by order of the Minister, but no such order shall issue until thirty days after written notice has been given to the owner, lessee, occupier or operator of such stock yard specifying the reasons for which it is proposed to issue such order; and the Minister shall consider any objection offered by such owner, lessee, occupier or operator to the issue of a closing order.

8. (1) The provisions of this Act shall not apply to any stock yard now in operation until the Minister has caused a written notice to be served on the owner, manager or other person in charge of such stock yard, notifying such person of the date from and after which this Act shall apply to such stock yard, but such date shall not be less than three months after the date of the service of such notice.

(2) The Minister shall have power to decide whether any public market where live stock is purchased and sold, hereafter established, is a stock yard which is to be operated under the provisions of this Act.

9. The Governor in Council may make regulations prescribing

(a) the manner in which stock yards are to be constructed, equipped, maintained and operated;

(b) the manner in which complaints against commission merchants and the operation, maintenance or management of stock yards shall be made and investigated;

(c) the manner in which live stock, meat, poultry, eggs and wool shall be graded and branded or marked, and what shall be the size of packages containing meat, eggs and poultry, the kind of package that may be used, and how such packages shall be branded, marked or labelled.

10. Any person violating any provision of this Act, or of any regulation, shall be liable on summary conviction to a fine not exceeding one hundred dollars, or to imprisonment for a term not exceeding three months, or to both fine and imprisonment.

11. Any person assaulting, obstructing or interfering with any officer in the performance of his duty under this Act, or refusing to allow any officer to enter any building or other premises, shall be liable on summary conviction to a fine not exceeding fifty dollars, or to imprisonment for any term not exceeding one month, or to both fine and imprisonment.

Free Government Literature on Live Stock Subjects

(Exclusive of Dairying and Poultry Raising)

Manitoba Publications Available.

The following are available on application to the Publications Branch, Department of Agriculture, Winnipeg:

Common Diseases and Disorders of the Foal.	Hay and Pasture Crops in Manitoba.
Management of the Brood Mare and Foal.	Silo Construction and Kestlage Production in Manitoba.
Horses in Manitoba.	The Farmer's Beef Ring.
The Farm Flock (Sheep).	Pork Making on the Farm.
Marketing Manitoba's Wool Crop.	Barley Growing.
Blackleg in Cattle.	Some Forage Crops for Manitoba.
Plans for Farm Buildings.	

Dominion Government Publications Available.

The following are available on application to the Publications Branch, Department of Agriculture, Ottawa:

Preparing Farm Horses for Summer Work.	Sheep Dipping.
The Feeding of Horses.	Finishing Lambs for the Block.
Mange in Horses and Cattle.	Care of the Ewe and Lamb.
Beef Raising in Canada.	Karakulic Sheep and Persian Lamb For Production.
Winter Steer Feeding.	The Angora Goat.
The Feeding of Beef Cattle.	Swine Husbandry in Canada.
Finish the Feeders in Canada; Keep the Huffers at Home.	Feeding and Housing of Swine.
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Sheep Husbandry in Canada.	The Feeding of Swine.
The Sheep Industry in Canada, Great Britain and the United States.	The Self-Feeder for Hogs.
The Sheep Barn.	The Farmer's Piggery.
Practical Assistance to Wool Growers in the marketing of their wool clips.	A Cheap Portable Hog Cabin.
Care of the Ram and Ewes during the Breeding Season.	Hog Cholera.
Castration and Docking.	Ventilation of Farm Buildings.
Feeding of Sheep.	The Slave Silo.
Feed Racks and Troughs for Sheep.	Production and Markets.
Advantages of Dipping.	The Feeding of Live Stock.
	The Stockman's duty to Conserve Manures.
	The Canadian Meat Inspection Service.

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